AMENDMENTS TO THE CLAIMS

This listing of claims will replace all prior versions and listings of claims in the application. Please amend the claims as indicated below.

<u>Listing of Claims:</u>

1.   (Currently Amended) A method of facilitating trade, comprising the steps of:

   receiving an input <u>sell</u> price from a network client as input to a computer program at a network server;

   accessing via the computer program a plurality of preconfigured buyer profiles, each profile of the plurality of buyer profiles including at least the identification of a buyer, a delivery destination and a pricing factor, each pricing factor being assigned by the network client and associated by the network client with the respective identified buyer;

   accessing via the computer program a logistics database which includes at least costing information associated with shipping to delivery destinations;

   configuring via the computer program a plurality of output <u>purchase</u> prices, each output <u>purchase</u> price being associated with one buyer profile of the plurality of buyer profiles, and each output <u>purchase</u> price being a modification of the input <u>sell</u> price and reflecting at least (i) a cost of shipping to the delivery destination of the respective associated buyer profile and (ii) a price adjustment affected by the pricing factor of the respective associated buyer profile; ~~and~~

   confidentially distributing the plurality of output <u>purchase</u> prices, including the step of distributing to the identified buyer associated with each buyer profile the output <u>purchase</u> price associated with the respective associated buyer profile;

   receiving from an identified buyer a counter purchase price, different from the output purchase price distributed to that identified buyer, as input to a computer program; and

   converting via the computer program the counter purchase price to a counter sell price by reversing the configuring step.

2.   (Currently Amended) The method of claim 1, wherein the step of confidentially distributing includes the step of posting each output <u>purchase</u> price at the server for confidential access by the buyer identified in the respective associated buyer profile.

3.   (Currently Amended) A system for facilitating trade,

a server connected to the Internet;

a plurality of preconfigured buyer profiles accessible to said server, each said profile of said plurality of buyer profiles including at least the identification of a buyer, a delivery destination, and a pricing factor, each pricing factor being separately input on behalf of a seller into the respective buyer profile and associated with the respective identified buyer;

logistics data accessible to said server, said logistics data including at least costing information associated with shipping to delivery destinations;

a computer program feature converting an input <u>sell</u> price input at the server <u>on behalf of a seller</u> to a plurality of output <u>purchase</u> prices, each output <u>purchase</u> price being associated with one buyer profile of the plurality of buyer profiles, and each output <u>purchase</u> price being a modification of the input <u>sell</u> price and reflecting at least (i) a cost of shipping to the delivery destination of the respective associated buyer profile and (ii) a price adjustment affected by the pricing factor of the respective associated buyer profile<u>; and</u>

<u>a computer program feature further converting a counter purchase price input on behalf of a buyer associated with a buyer profile to a counter sell price, the counter sell price being a modification of the counter purchase price and reflecting a reversal of at least the cost of shipping to the delivery destination of the respective associated buyer profile and any price adjustment to the input sell price previously affected by the pricing factor of the respective associated buyer profile.</u>

4.   (Original) The system of claim 3, wherein each said buyer profile of said plurality
      further comprises product specifications unique to said buyer such that, when said seller
      identifies a product for sale, said buyer is selected to receive said product based on
      matching said product specification unique to said buyer.

5.   (Currently Amended) The system of claim 3, wherein each said output <u>purchase</u> price is
      forwarded to a buyer associated with the respective buyer profile.

6.   (Currently Amended) The system of claim 3, wherein said input <u>sell price and said</u>
      <u>counter sell price are</u> ~~price is~~ provided in a recognized shipping term selected by said
      seller.

7.   (Currently Amended) The system of claim 3, wherein said input <u>sell</u> price is a free-on-
      board price.

8.   (Currently Amended) The system of claim 3, wherein each said output <u>purchase</u> price is
      provided in a recognized shipping term selected by said seller.

9.   (Currently Amended) The system of claim 3, wherein said ~~delivered~~ <u>output</u> price is a
      cost-insurance-freight price.

10.   (Currently Amended) The system of claim 3, further comprising a negotiation platform
      for confidentially posting said output <u>purchase</u> prices for access by respective buyers.

11.   (Canceled)

12.   (Original) The system of claim 11, wherein said origin price is forwarded only to sellers
      who have profiled said buyer in their buyer profile database.

13.   (Currently Amended) A computer readable medium containing a computer program for managing a trading platform, said computer program comprising:

> program instructions that allow a ~~producer~~ <u>seller</u> to create at least one buyer profile for one buyer, each buyer profile including at least a pricing factor assigned to that buyer profile by the ~~producer~~ <u>seller</u>;

> program instructions that grant access privileges to said buyer;

> program instructions that receive an offer <u>sell</u> price from said seller; ~~and~~

> program instructions that calculate <u>from a single offer sell price</u> a plurality of ~~delivered~~ <u>offered purchase</u> prices, each said ~~delivered~~ <u>offered purchase</u> price uniquely calculated for individual buyers based at least in part on an individual buyer's pricing factor<u>;</u>

> <u>program instructions to receive counter purchase prices from each of a plurality of buyers,</u>

> <u>program instructions that calculate a plurality of counter sell prices each counter sell price uniquely calculated for the seller based at least in part by a reversal of the respective individual buyer's pricing factor.</u>

14.   (Original) The computer readable medium of claim 13 further comprising program instructions for calculating an offer price from each said delivered price.

15.   (Original) The computer readable medium of claim 13, wherein said buyer access privileges allow access to only information specifically designated for said buyer.

16.   (Currently Amended) A method for making a bid transaction on a trading platform accessible to sellers and buyers, comprising the steps of:

> receiving buyer information, input on behalf of a seller, into the trading platform creating a plurality of seller's buyer profiles, each seller's buyer profile identifying a buyer and establishing a basis for a trading relationship with the respective buyer;

notifying each respective buyer of the establishment of a trading relationship and

granting each respective buyer access privileges to the platform;

introducing product information into the platform, including an origin ~~offer~~ sell

price;

generating from said origin ~~offered~~ sell price a ~~delivered~~ purchase price associated

with each seller's buyer profile[[,]];

forwarding by the platform a ~~delivered~~ purchase price to each buyer identified in a

seller's buyer profile of the plurality of seller's buyer profiles;

notifying each identified buyer of the availability of an offer on said platform; ~~and,~~

receiving a counteroffer purchase price from ~~said buyer.~~ at least one of the

identified buyers;

generating from the counter offer purchase price a counter offer sell price; and

providing to the seller access to the counter offer purchase price on the platform.

17. (Currently Amended) The method of claim 16, wherein said step of generating a
~~delivered~~ purchase price further comprises the step of introducing said ~~offer~~ sell price
into a price configurator; and the step of generating a counter offer sell price comprises
introducing the counter offer purchase price into said price configurator.

18. (Currently Amended) The method of claim 16, wherein said price configurator is an
automatic pricing system that can convert ~~an offer~~ an origin sell price to an individual
~~delivered~~ purchase price.

19. (Currently Amended) The method of claim 16, wherein said price configurator is an
automatic pricing system that can convert an individual ~~delivered~~ counter offer purchase
price to ~~an offer~~ a counter offer sell price.

20. (Currently Amended) The method of claim 16, wherein said step of generating an ~~offer~~
purchase price further comprises the step of considering at least one of said buyer profile,
logistics rate tables, and product specifications.

21.   (Currently Amended) The method of claim 16, wherein said step of generating a ~~delivered~~ <u>purchase</u> price further comprises the step of considering criteria specifically set by said seller.

22.   (Currently Amended) A system for facilitating trade, comprising the steps of: generating at a server on a global computer network a plurality of ~~delivered~~ <u>offered purchase</u> prices from a single origin <u>sell</u> price input by a seller via a network client<u>;</u> ~~and~~ making one ~~delivered~~ <u>purchase</u> price of said plurality of ~~delivered~~ <u>offered purchase</u> prices confidentially accessible to each of a plurality of buyers via a network client<u>, wherein each offered purchase price is uniquely generated by applying at least a pricing factor associated with the one buyer to whom the purchase price will be made available; thereafter, providing for confidential negotiation by, at least, receiving a plurality of counter offer purchase prices, one counter offer purchase price being input from each of the plurality of buyers, and generating at a server on the global computer network a unique counter offer sell price from each of the counter offer purchase prices, wherein each of the counter offer sell prices is uniquely generated by reversing the application of at least the pricing factor associated with the respective buyer from whom the counter offer purchase price was received.</u>.